

Message Text

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PAGE 01 SAN SA 03856 262220Z

17

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 DOTE-00 L-03 AID-20

CIAE-00 INR-11 NSAE-00 RSC-01 DRC-01 /064 W

----- 030950

R 262152Z SEP 74

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 6489

INFO AMEMBASSY GUATEMALA

AMEMBASSY MAMAGUA

AMEMBASSY SAN JOSE

AMEMBASSY TEGUCIGALPA

UNCLAS SAN SALVADOR 3856

E.O. 11652: N/A

TAGS: BGEN, ES

SUBJ: USED BUSES: EL SALVADOR

REF: A. STATE 195596; B. SAN SALVADOR AIRGRAM-180
OF DECEMBER 7, 1973

1. INDUSTRY SOURCES ESTIMATE CURRENT IMPORTS OF USED BUSES INTO EL SALVADOR AT 120 UNITS PER YEAR. THESE ARE PRIMARILY SCHOOL BUS TYPE VEHICLES ABOUT 3 TO 5 YEARS OLD PURCHASED INDIVIDUALLY FROM VARIOUS DEALERS IN U.S. AND DRIVEN TO EL SALVADOR BY PURCHASERS. MAJOR U.S. BRANDS IN DEMAND ARE CARPENTER, BLUE BIRD AND WARD. PREFERENCE IS FOR DIESEL UNITS OR GASOLINE UNITS CONVERTIBLE TO DIESEL THROUGH ENGINE REPLACEMENTS. BUSES ARE PRIMARILY FOR USE ON URBAN AND INTER-URBAN ROUTES AND MUST PASS INSPECTION BY TRANSPORT DIRECTORATE. BUSES NOT IN ACCEPTABLE CONDITION ARE REBUILT IN COUNTRY AND THEREAFTER ARE EXPECTED TO LAST APPROXIMATELY 5 YEARS BEFORE MAJOR REBUILDING IS AGAIN REQUIRED. VEHICLES ARE OFTEN RE-BUILT SEVERAL TIMES AND OPERATED UP TO 20 YEARS TOTAL.

2. MARKETING IS LIMITED PRIMARILY BY LACK OF ORGANIZES SALES OF USED SCHOOL BUSES IN U.S. AND INABILITY TO OBTAIN FINANCING FOR PURCHASES THERE. USED BUSES ARE IMMINENTLY PRICE COMPETITIVE WITH NEW BUSES AVAILABLE IN EL SALVADOR WHEN FINANCING

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TIVE WITH NEW BUSES AVAILABLE IN EL SALVADOR WHEN FINANCING

CAN BE ARRANGED. OPERATING COSTS OF PROPERLY RE-BUILT USED
BUSES ARE SIMILAR TO THOSE OF NEW UNITS AND SPARES ARE READILY
AVAILABLE. VIRTUALLY ALL USED BUSES ARE IMPORTED FROM U.S.
AND THERE ARE NO NATIONAL AGREEMENTS AFFECTING SHIPMENTS TO
EL SALVADOR.
CAMPBELL

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Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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30 JUN 2005

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